

# A visit with Terry Reiber

Business Association president talks local business

BY SARAH COUGHLIN, CLIPPER CONTRIBUTOR

Terry Reiber is president of the Duxbury Business Association. We recently chatted with him to find out what's going on with the DBA.

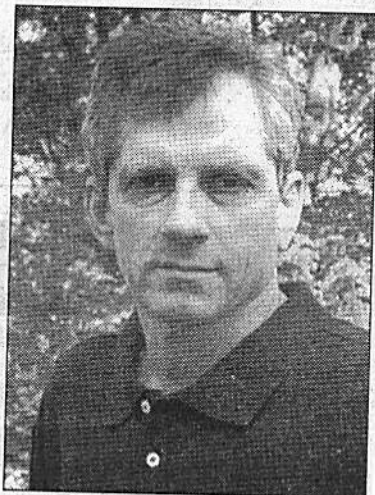
## THE REIBER FILE

**Family:** I have four brothers and my mother living in Canada. In Duxbury I have my significant other Brenda, her son Ben, and our Border Collie "Muff."

**Favorite Movie:** "Ghandi." It reminds me of my trip to India.

**Favorite book:** "Walden" by Henry David Thoreau. We could all live a little simpler. Interestingly enough, Thoreau was a major influence on Mahatma Ghandi.

**Hobby:** I work all day in the computer industry and my favorite hobby is the Internet. I surf the net until every question in my mind is answered. Some people might consider it an addiction but really I'm just reading!



Terry Reiber

**When was the Duxbury Business Association formed?** There's an urban legend that the seeds of the DBA was formed back in the early 1980's to fight the building of the Kingston Mall. The best answer is John Stanton (owner of The Studio) formed the DBA in the early 1990s.

**How many businesses are members?** There are currently 108 members working in 103 businesses local to Duxbury.

**What percentage of businesses in Duxbury are members?** There are approximately 400 to 500 registered businesses in Duxbury. Some of these businesses are non-commercial. So I'd guess about a third of "commercial" enterprises in Duxbury are members of the DBA.

**Was the DBA impacted by the recession?** Some businesses were more impacted than others. Lately we've seen a real pickup in the number of businesses applying to become members.

**How do members participate?** Members can attend monthly meetings. We also have a number of events each year that members participate

in. We have a monthly newsletter for those who can't attend every meeting.

**How often does the DBA meet?** We meet once per month.

**What kinds of topics are discussed at meetings?** We invite speakers that talk about diverse topics such as strategic planning, branding, use of social media in business, etc. Many of the members have known each other for years so it's a great time to socialize and catch up.

**If you had to categorize the majority of Duxbury's businesses, in which category would they fall?** We have 52 business categories that our 103 businesses fall under. There really isn't one particular category.

**In your opinion, what types of businesses is Duxbury lacking?** Personally I'd like to see Duxbury establish a CSA (community supported agriculture) farm here in Duxbury. Members could buy into "shares" and then receive organic, locally grown farm products at a reasonable price.

**How long have you lived in Duxbury?** I've lived here for eight years.

**What do you do for work?** I'm the president of Software Requirements, Inc., a computer consulting company.

**How did you become President of the Duxbury Business Association?** I first got involved with the DBA by joining and helping to build the first DBA Web site. Over the years I helped out with the website and other activities, and this year became president.

What is the most enjoyable part of your job as president of the DBA? I've always admired people who can run their own business, so being around business owners is a thrill for me.

What is the easiest part of your job? We have an excellent executive committee and advisors that share in all aspects of running the DBA.

Who is the most inspiring person you have met as a result of your involvement with the DBA? I met Donna Wood (a previous DBA president) at my first DBA meeting and I've always admired her business acumen. I am also a huge fan of Anne Antonellis, whom I took the baton of president from. Both Donna and Anne are still very active in the DBA.

What kinds of mentoring and training opportunities does the DBA offer to Duxbury residents? Anyone who wishes to start a business could get plenty of advice from DBA members. We are very supportive of our members.

The first annual Duxbury Business Expo took place on

May 5. How did it go? DuxBizEx 2011 was the brainchild of our Vice President John Mattes. We held our first event last Thursday. I really enjoyed the event. There were 24 tables including free appetizers, massage, etc. We'll examine feedback and see how we can improve the event for next year.

Does the DBA have any involvement with the schools, or teaching children about business? We're providing scholarships to Duxbury High School Graduates. One scholarship will be awarded to a Duxbury graduate who plans to study business, while another will be awarded to a graduate who plans to attend a trade school. Each scholarship is valued at \$1,000.

Do you believe Duxbury residents value the support of local business? Absolutely. Duxbury residents prefer to deal with people they know. Most DBA members live here in Duxbury. If anyone is interested in joining the DBA, they can e-mail: [dba@duxburybusinessassociation.com](mailto:dba@duxburybusinessassociation.com). Our Web site is [duxburybusinessassociation.com](http://duxburybusinessassociation.com). New members are welcome!